

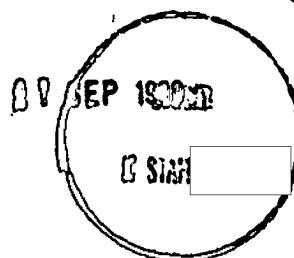
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Dear Aviation/Aerospace Executive:

I would like you to have the enclosed complimentary reference copy of a recent edition of the World Aviation Directory & Buyer's Guide for your personal use, although you may already have access to an edition.

WAD is the most complete reference source in the aviation/aerospace industry worldwide, with comprehensive listings of industry, government, military and space available for your multi-national involvements in both the government and contractor arenas. WAD is referred to by over 115,000 users in 146 countries. Each edition of WAD contains listings of over 68,000 people, 29,500 companies and over 5,000 products and services in 188 countries.

Our Government/Military Section and World Space Directory within this edition will be especially useful to you, in addition to the industry listings. I am confident you and your staff will find WAD an excellent and ongoing resource.

To date, I've received many letters relating to the value of WAD as well as many constructive comments. We would welcome communications from you regarding any suggestions as to the application of WAD by you. We look forward to expanding our government/military services to aid the worldwide military procurement process and the multitude of vendors doing business with the military, both current and future.

WAD is uniquely qualified to be your essential communications and reference tool for daily decision-making and will be a valuable reference for you. We look forward to being of service to you in the future.

Cordially,

Kenneth E. Gazzola
Executive Vice President & Publisher

P.S. If there is anyone else in your area who would benefit from a reference copy of WAD, please let me know.

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